

FREIGHT TRAFFIC ISSUE

**Do Unions Want
To Build Traffic?**

December 21/28, 1959

RAILWAY AGE *weekly*



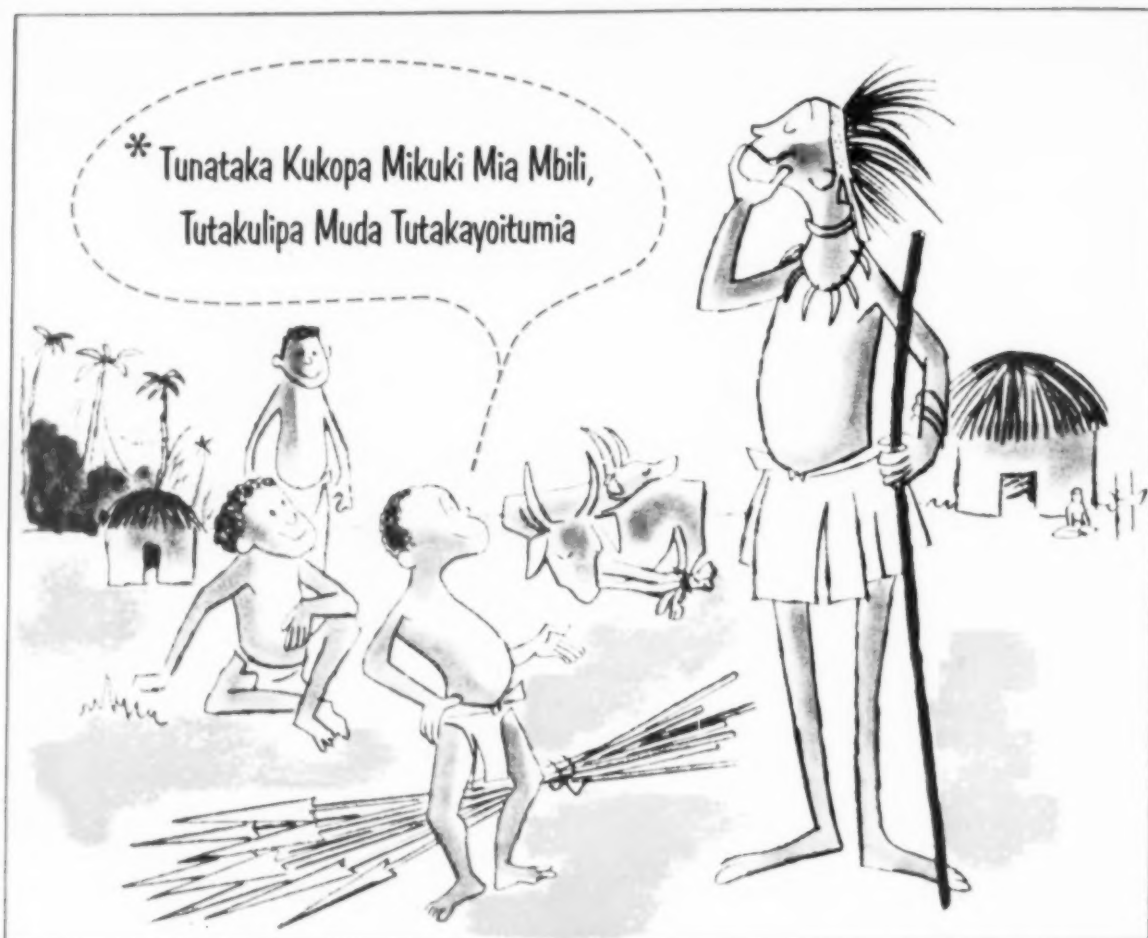
Kansas City: MP's new Neff Yard goes to work

Newest Railroad

**Corinth & Counce opens big area
for industrial development in South**

60 cents

A Simmons-Boardman TIME-SAVER Publication



*Swahili translation into English: We want to lease 200 more spears

Here's a lease deal that started a long time ago . . . **AND STILL GOES ON**

Leasing solves many problems of commerce, even those of the Pygmies living in the forests of the Belgian Congo. They have no metals with which to forge the spears and arrow tips needed for game hunting. However, their Bantu neighbors, living on the outskirts of the forests, have the metals and skill for making these weapons. So the Pygmies have for ages *leased* their hunting equipment from their neighbors, making payment with a part of the wild game they kill.

With the passage of time, leasing of the means of

production has spread to the more civilized parts of the world. Nowhere, however, has it become so well developed as when specialized railroad equipment is needed.

North American Car Corporation was a pioneer in this field and brings 52 years of experience to the analysis of its customers' requirements. Whether you need tank cars, flat cars, covered hoppers, refrigerator cars, missile transporters—or even a new type spear carrier—contact your nearest North American sales representative.

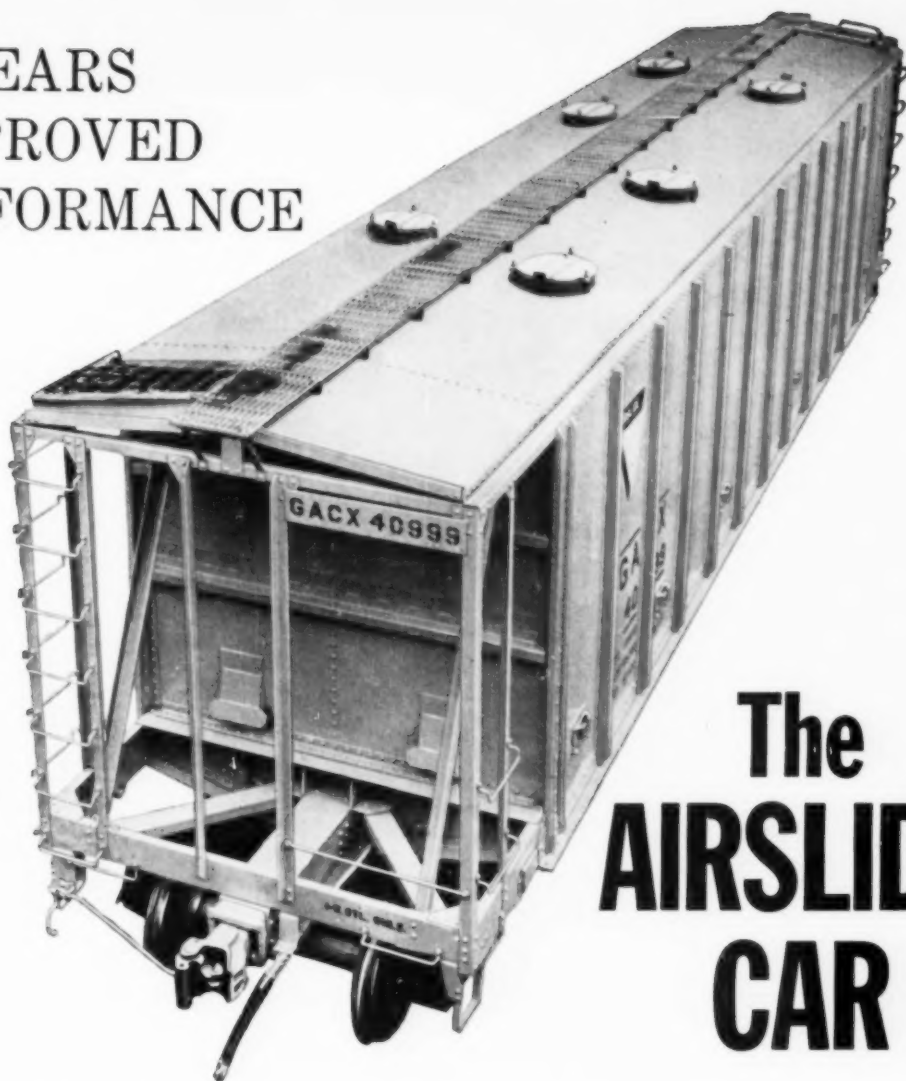
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NORTH AMERICAN CAR CORPORATION

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The Story of Transportation and Leasing . . . One of a Series

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OF PROVED
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CORPORATION



Tips for the
Traffic Representative

How electronics help you to sell your railroad's shipping service

Dependable delivery is any railroad's strongest selling point. And the surest, most economical way to *improve* your delivery schedules is with electronic control equipment made by Union Switch & Signal.

Save time. Union Centralized Traffic Control speeds schedule time by minimizing delays in high traffic territory. It eliminates many possibilities for error. It enables you to move *more traffic* over existing trackage.

Improve service. The Union Velac® Automatic Classification Yard System helps you improve service to shippers, too. It saves time in train classification . . . usually several hours per car, compared to manual yards.

Most important, it cuts damage to lading because the Velac System precisely and automatically controls coupling speed. The Velac System handles cars so gently that even fragile ladings can be humped safely.

Pays for itself. Union Control Systems do such a tremendous job of improving railroad efficiency that they actually *pay for themselves* in reduced operating costs in just a few years. You can expect a return on investment of 15 to 30% when you install a Union Control System. And every day that it is working, it is helping you to *sell your railroad* because it is helping you to improve your service to shippers. Get complete information from any Union Switch & Signal representative.

"Pioneers in Push-Button Science"



UNION SWITCH & SIGNAL

DIVISION OF WESTINGHOUSE AIR BRAKE COMPANY —

SWISSVALE, PENNSYLVANIA

NEW YORK PITTSBURGH CHICAGO SAN FRANCISCO



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Private lease plan exploredp. 9

Formation of a freight car leasing company—to supply the equipment financing needs of participating railroads—was discussed at a top-level “exploratory” meeting in Chicago.

Unions may seek new labor lawp.13

A union poll of potential arbitrators may determine a need for new legislation on wage and working-rule problems, says RLEA Chairman Leighty.

What shippers think of railroad salesmenp.24

The salesmen are better than they used to be, but there's lots of room for improvement. The greatest need seems to be closer liaison between salesmen and their own rate and operating departments. These basic conclusions are drawn from a series of six Traffic Polls published in Railway Age.

Cover Story—Newest RR opens



*"Merry Christmas to us all-----
God bless us."
"God bless us, every one."*

YOUNGSTOWN STEEL DOOR COMPANY

CAMEL SALES COMPANY • CAMEL COMPANY LIMITED
Cleveland • Chicago • New York • Youngstown

Week at a Glance

Current Statistics

Operating revenues	
10 mos., 1959	\$8,199,421,253
10 mos., 1958	7,916,860,842
Operating expenses	
10 mos., 1959	6,432,869,535
10 mos., 1958	6,264,420,838
Taxes	
10 mos., 1959	879,973,498
10 mos., 1958	794,914,728
Net railway operating income	
10 mos., 1959	615,761,783
10 mos., 1958	604,025,748
Net income estimated	
10 mos., 1959	443,000,000
10 mos., 1958	451,000,000
Average price railroad stocks	
Dec. 15, 1959	105.02
Dec. 16, 1958	104.97
Carloadings, revenue freight	
49 wks., '59	29,264,549
49 wks., '58	28,633,562
Freight cars on order	
Dec. 1, 1959	36,555
Dec. 1, 1958	27,962
Freight cars delivered	
11 mos., 1959	34,254
11 mos., 1958	38,058

Advertising Sales Department

Duane C. Salisbury—director of sales
New York 7, N. Y., 30 Church st.,
 WOrth 4-3560
 J. S. Vreeland—vice president
 F. T. Baker—district manager
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Chicago 3, Ill., 79 W. Monroe st.,
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 MAin 1-4455
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Mother India builds for the Diesel Age



Since 1949, India has pushed a widespread railroad improvement program.

Old track has been relaid, new track added. Modern equipment has been purchased . . . diesel locomotives . . . rolling stock. And service has been greatly improved.

As a result, India has grown industrially. In the period between 1951 and 1959, freight traffic on Indian railroads has increased some 40% . . . from 98 million tons to about 138 million tons. And estimates indicate an even greater growth in the near future.

All of which means that India has recognized the railroads for what they are — the backbone of a modern, growing industrial society.

* * *

In the United States, by contrast, public policies tend to ignore this basic truth.

Here, the government appears indifferent to the strength and stability of the railroads, while it promotes and encourages the railroads' competition.

Railroads are burdened with over-regulation and discriminatory taxation — while their competition uses highways, waterways and airways built and maintained by the government.

* * *

The railroads ask no special favors. All they ask is the equality of treatment and opportunity fundamental to the American concept of free enterprise. Granted this, the public would then be *assured* of the efficient, low-cost rail service which a dynamic economy and national defense demand.

ASSOCIATION OF
AMERICAN RAILROADS
WASHINGTON 6, D. C.

Private Lease Plan Explored

► **The Story at a Glance:** One of the railroads' major problems of capital supply may be a step closer to solution following a top-level meeting in Chicago last Thursday.

The problem: Obtaining sufficient capital, on a reasonable and practical basis, to finance the thousands of new freight cars needed by the industry generally now and in the years immediately ahead.

The solution now proposed: Formation of a freight car leasing company owned by participating railroads to supply

ing and prospects for future development of the field. Most recent RPI session on the problem came just a week before railroad officers met to hear details of the private lease proposal.)

Railroad observers are stressing one point in connection with the new lease plan: Action, if it comes, won't come quickly (although several roads described as "interested" are and will be pressed for cars). Details of the proposal, it's understood, were not to be released prior to last Thursday's meeting. And after the exploratory discussions, it would fall to each management to make individual determination of the merits of the plan, reach a decision and then secure board approval.

But, at the very least, the industry now has a comprehensive plan for equipment financing, which may offer an alternative to compare with the Symes plan. Choice has been introduced.

As for the advantages the plan would produce, outside the railroad industry, private-leasing backers see these:

- Carbuilders (contract and railroad shop alike) should benefit from some stabilization of orders under a workable credit pool and lease plan involving a number of roads. The all-or-nothing

nature of railway equipment buying might be eased, if not eliminated entirely.

- Security for investors would certainly not be reduced, would perhaps be improved through, in effect, an averaging of strong and weak roads' credit.

- Shippers would be assured of adequate car supplies.

- As all other participants in the arrangement would benefit, so would the general public—through provision of a stronger, more adequately equipped railroad industry.

S. C. Johnson Succeeds Lewis Thomas in ATSS, NRAA

Samuel C. Johnson, vice president—transportation relations of the Dearborn Chemical Co., has been appointed to the positions in the Association of Track & Structure Suppliers and the National Railway Appliances Association made vacant by the death of Lewis Thomas October 13. These positions are those of executive secretary of the ATSS and assistant secretary of the NRAA.

In his capacities with the associations, which became effective Dec. 1, Mr.

Johnson has established offices in Room 375, Merchandise Mart, Chicago 54, Ill. He will continue as vice president of the Dearborn Chemical Co.

Mr. Johnson has been identified with the railroad field since 1932, and has served with Dearborn Chemical since 1930. For many years he has been a member of the AREA's General Convention Arrangements Committee, of which he is now general chairman.

Kerr to Address Canadian Industrial Traffic League

Rod Kerr, Q. C., chief commissioner of the Board of Transport Commissioners for Canada, will be the principal speaker at the 44th annual general meeting of the Canadian Industrial Traffic League.

The meeting—scheduled for Feb. 16 and 17 at Toronto's Royal York Hotel—will include the League's annual business meeting, the annual Canadian Port Committee breakfast, and a special forum on "Impact of private transportation on for-hire carriers."

Commissioner Kerr's talk is scheduled for the League's annual dinner on the evening of Feb. 17.

Watching Washington *with Walter Taft*

- **THE 1959 NET INCOME** of Class I railroads is expected to be about \$600 million. That's the way it looks to the estimators. They point out, however, that they could be wrong if year-end accounting adjustments are more substantial than they now foresee.

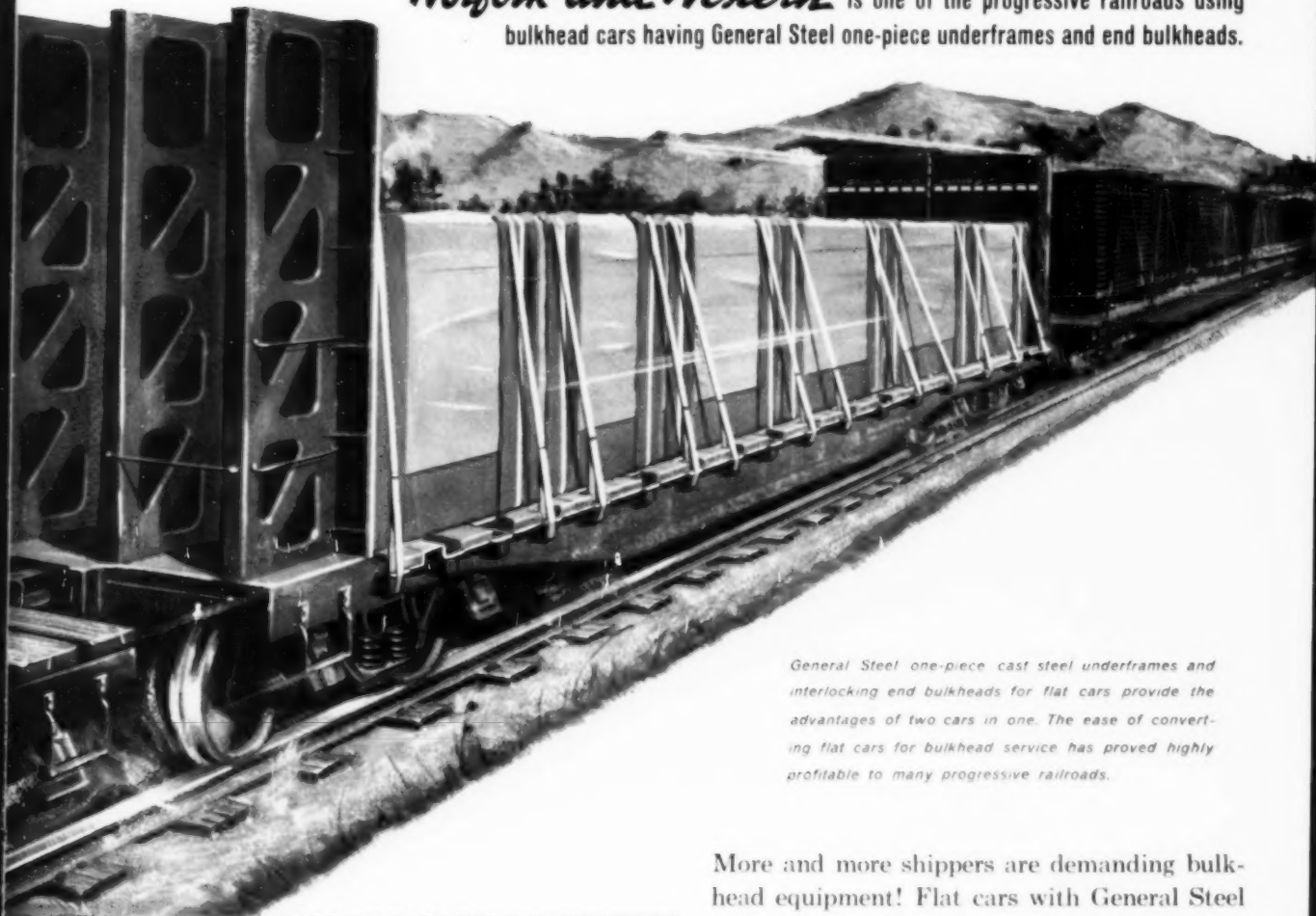
AT \$600 MILLION, the 1959 net would be slightly less than 1958's \$602 million. And it would supplant the latter as the poorest result since 1949.

THE STEEL STRIKE, of course, was the principal reason for this. Before that walkout came in mid-July for its 116-day stay, this year's net income of the Class I roads



... where railroad progress is cast in steel

Norfolk and Western is one of the progressive railroads using bulkhead cars having General Steel one-piece underframes and end bulkheads.





**"Flexi-Van
gives us the most
dependable service
at the right price"**

*says Graham Arlitz, Traffic Supervisor,
Shulton, Inc., Clifton, New Jersey*

"Flexi-Van gave us the reason to turn to rail transportation. We find it invaluable for shipments to our Chicago warehouse. Flexi-Vans move throughout the week and arrive consistently on the second morning."



View of OLD SPICE inspection line at the Shulton plant points up their interest in the maintenance of fine quality.



Flexi-Van at loading platform of Shulton plant in Clifton, N. J.



Careful supervision of all shipments is made on the loading platform at the point of departure and point of delivery to insure its arrival on schedule and in perfect condition.

New York Central Railroad

Write: R. L. Milbourne, Director of Flexi-Van Sales and Service,
N. Y. Central, 466 Lexington Avenue, New York 17, N. Y.



Your freight is loaded, locked in under your supervision.



Van boards freight train at trackside. Transfer time, 4 minutes.



Shipment rides low, well cushioned aboard high speed cars.



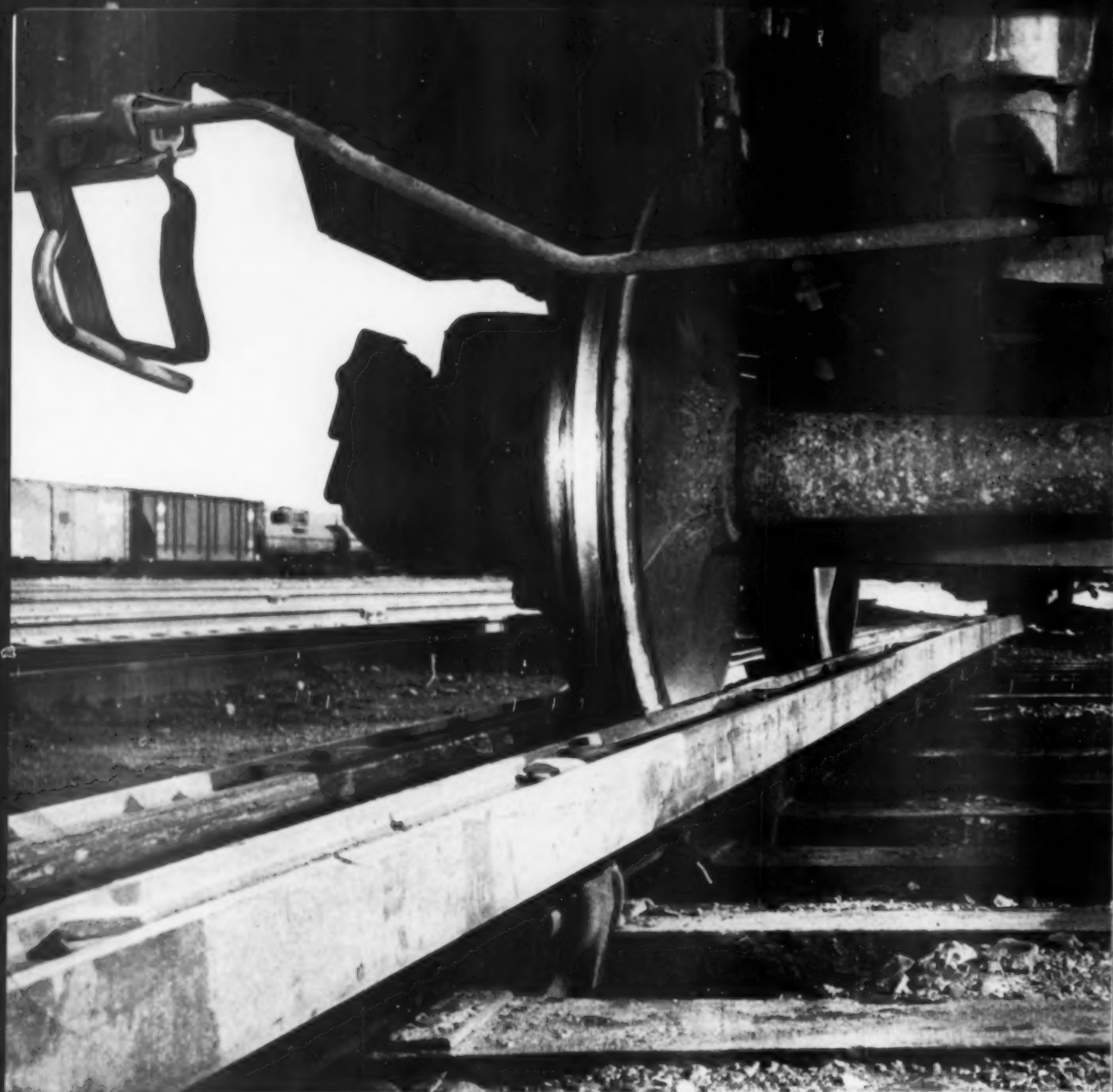
Beats trucks on long hauls. Two pick-ups or three deliveries.

Unions May Seek New Labor Law

► **The Story at a Glance:** Proposed legislation to deal with labor-management controversies in the railroad industry may come before Congress in 1960.

The Railway Labor Executives' Association says it may seek a "new remedy," which could be a legislative proposal, for its wage and working-rules problems. RLEA policy in this connection will be determined by returns from an RLEA poll of potential arbitrators and fact-finders. The poll is designed to indicate "the extent to which the railroads' multi-million-dollar campaign [against 'featherbedding'] may have prejudiced their thinking about railroad labor matters."

At



The Racor Mechanical Car Retarder applies braking force to both sides of every car wheel that

No skates needed here!

**NEW RACOR[®] MECHANICAL
CAR RETARDER<**



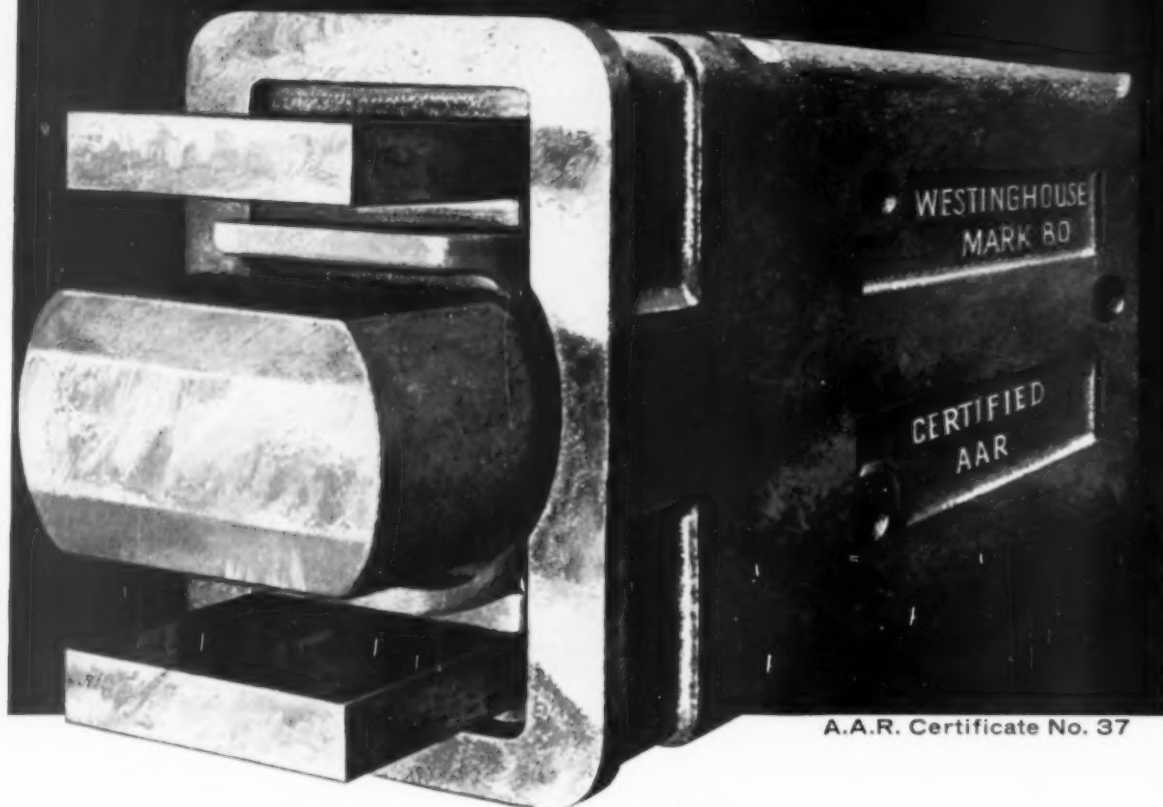
enters it. Once adjusted, it needs no further attention—operation is completely automatic.

retarder consists of spring loaded rails which apply retarding force simultaneously to both rim and fl

Meanwhile, the RLEA chairman denied that the association plans to compile a "blacklist." It "merely wants to see how effective this campaign has been and to act accordingly."

Mr. Leighty also conceded that the unions have been carrying on a counter-campaign, but he complained that "we don't have the money the railroads have." He was asked if the cost of management's advertising on the "featherbedding" issue was a deductible expense for income-tax purposes. He replied that he didn't know whether or not it was being deducted, but it was his understanding that such costs are not deductible under presently effective rulings of the Internal Revenue Service.

there's only **ONE** MARK 80



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WESTINGHOUSE
MARK

Where Has Hotbox Odor Gone?

"Concerning your question, 'Do modern journals have the necessary odor when over-heated?'"

"If a strong odor as well as an additional smoke-vapor-producing element were added, it would, no doubt, be an additional help."

"Research has been in progress for quite some time in connection with the practicability of incorporating an additive in car oil that would release a pungent odor as well as a visible smoke vapor

BOSTON-PITTSBURGH

"On the Seaboard!"

Boston and Pittsburgh are typical of cities throughout the country where dependable, experienced "on line" Seaboard service is available within minutes to shippers and receivers.

Ask these representatives for any information you want about shipments moving to or from our territory. Both then, and later when you check consignments en route, you'll find satisfaction in dealing with alert, interested personnel who want your business and

know how to take care of it.

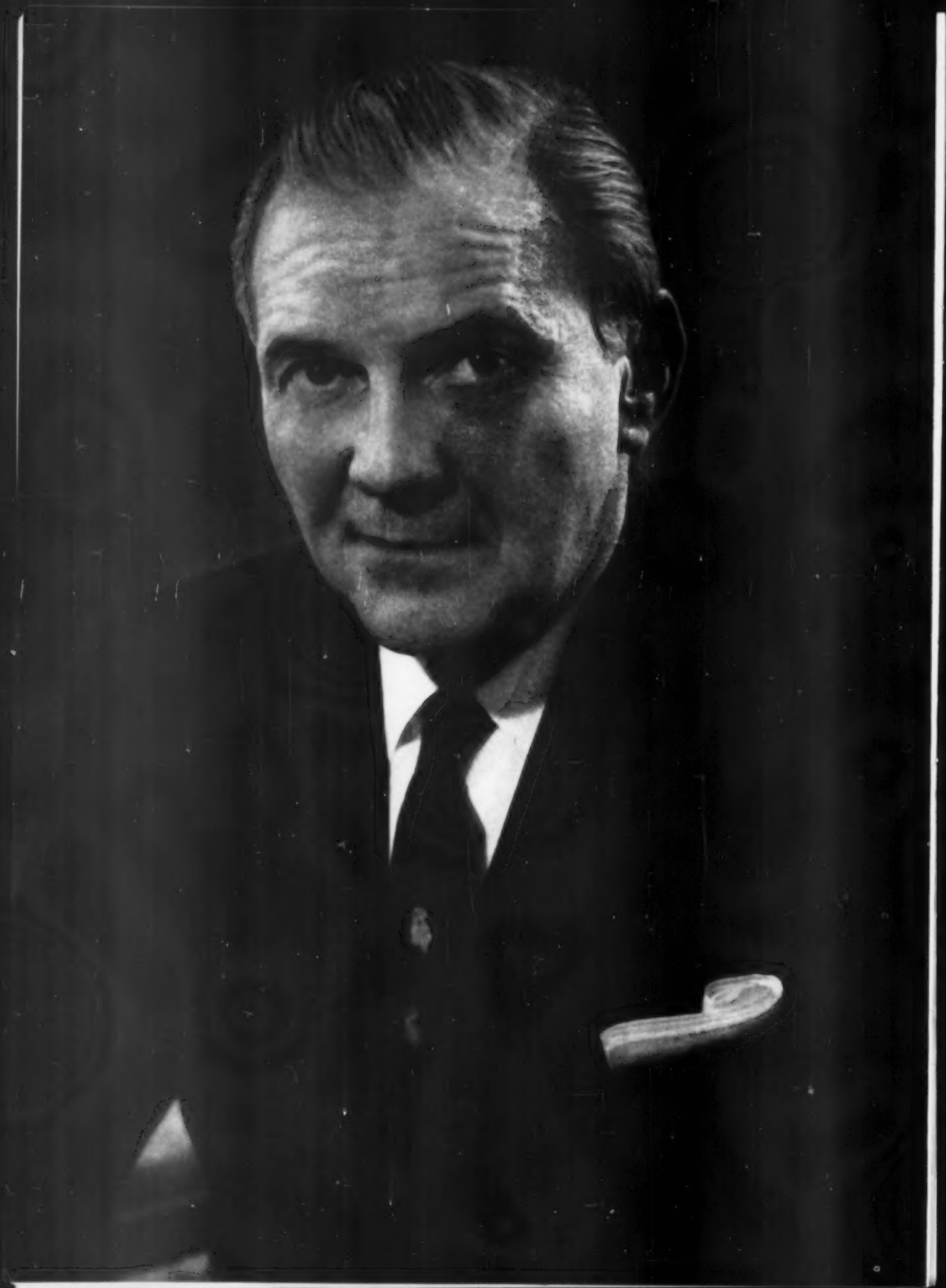
Better Diesel fuel economy

New Electro-Motive Needle Valve Injector

New fuel savings for General Motors locomotives containing 567 series engines is now possible with the new higher efficiency Electro-Motive needle valve fuel injector.

Two important advantages. Incorporating a differential needle valve arrangement, the new injector provides these advantages over present spherical valve injectors:

- *Improved initial atomization for better combustion, higher thermal efficiency*
- *Reduction of wasteful after-dribble to lower specific fuel consumption*



How the nips hot boxes "in the bud" 85 miles away

Only six other railroads suffer as heavy a passenger-commuter cost-burden as does the Boston & Maine. While battling this condition through the various regulatory commissions, Patrick B. McGinnis also fights to improve the efficiency of revenue-producing freight operations.

A key step in increasing freight operations efficiency was the installation of SERVOSAFE® Hot Box Detectives.*

This patented and performance-proved system, expanded with the SERVOSAFE Compatible Transistorized Carrier System, enables the B&M dispatching office in Boston

to spot a hot box on a train in Wells Beach, Maine — *immediately and automatically* — before the hot box can cause damage, delay, or danger—even before the train crew knows it's there!

Installations at strategic locations are contributing importantly to drastic reduction of freight delays and operating costs for the B&M.

With the Compatible Carrier and Automatic Alarm Systems, SERVOSAFE Hot Box Detectives continue to lead the way in serving railroad safety and efficiency. Full information is available on request.

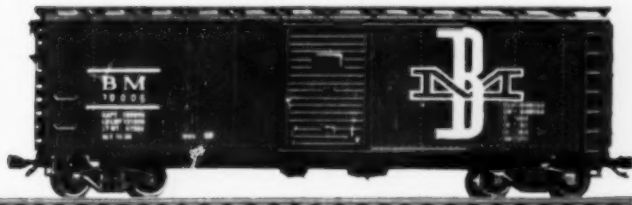
*Protected by U.S. & Foreign Patents.
Including U.S. Patent No. 2,880,309
Other U.S. and Foreign Patents Applied For



SERVO CORPORATION OF AMERICA

Serving Safety Through Science

Railroad Products Division • 111 New South Road • Hicksville, Long Island, New York



*Patrick B. McGinnis, president
Boston & Maine Railroad*

December Traffic Poll

What Shippers Think of Railroad Salesmen

• Railroad salesmen, as individuals, are pretty highly regarded by industrial traffic managers. Certainly, shippers say, they are a lot better than they used to be.

• But there is still lots of room for improvement—both in the salesmen themselves and in the methods and techniques by which they are trained and directed.

• Greatest need of all seems to be closer liaison between salesmen and rate and operating departments of their own companies.

Those are the basic conclusions to be drawn from a series

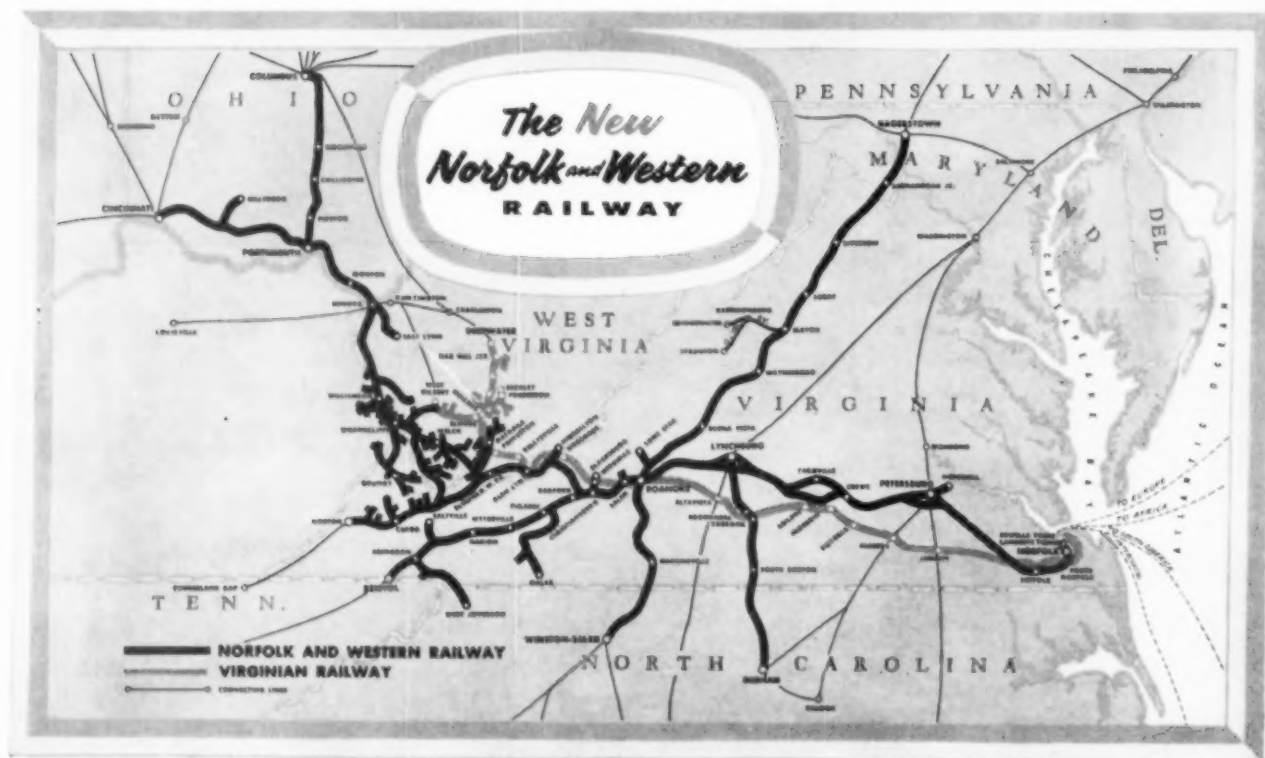
One of a series
spotlighting the
companies that work and
grow along the Coast Line

Shippers Along the Coast Line



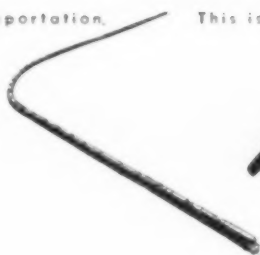
the new N&W

opens new opportunities



This is the route of Precision Transportation.

This is today's Norfolk and Western . . . on the go!



Norfolk and



TRAFFIC MANAGER

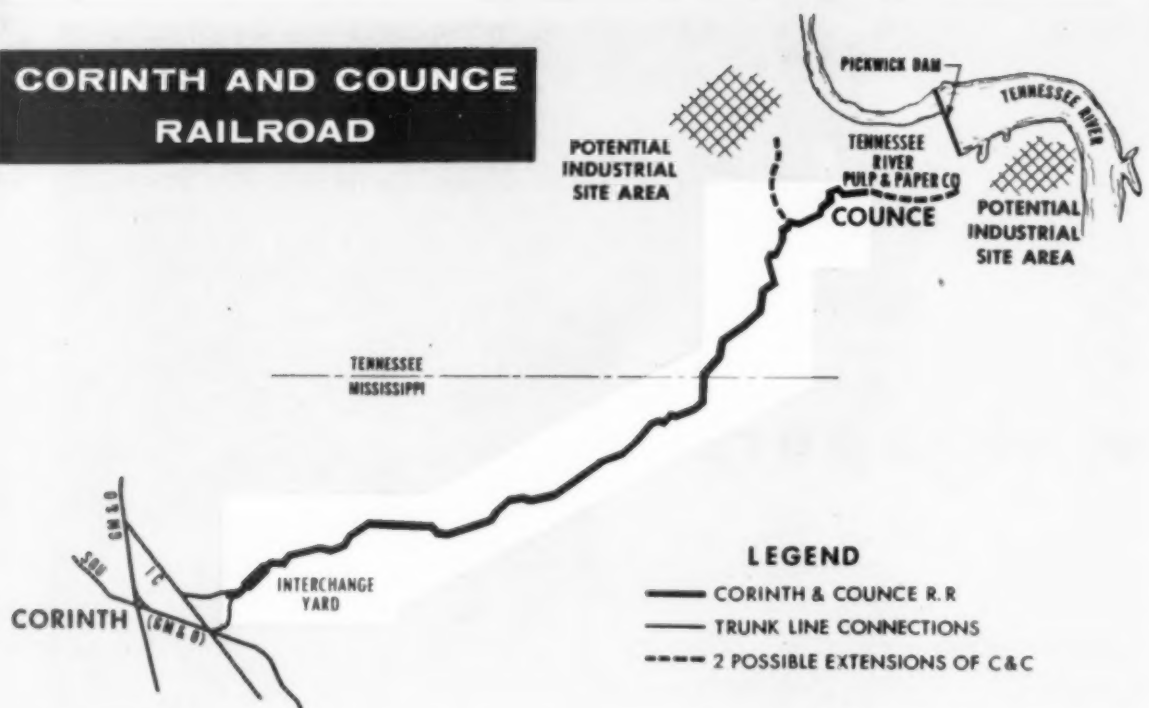
for shippers

- With the merger of the Norfolk and Western and Virginian Railways into a bigger, stronger system — recently approved by the Interstate Commerce Commission — faster, more efficient service and other advantages will be available to shippers.
- New links connecting the two railroads, the use of better grades of the unified lines, and more interchange points will speed the movement of freight to all parts of the country.
- The merger will give the expanded N&W 81,000 freight cars — more per mile of line than any other U. S. railroad over 250 miles in length — and better utilization and faster turn-around will produce the equivalent of hundreds of additional cars. The railroad has the nation's newest and most modern fleet of diesel locomotives.
- Physical consummation of the roads with extensive improvements will get underway promptly, including the extension of many technological advances, such as modern signalling and communications systems . . . to the former Virginian lines.
- It all adds up to just one thing . . . better and more efficient service to shippers. Get the full story on what the new N&W can offer you. Call on the experienced N&W freight traffic Sales and Service men located in 39 key cities of the nation.

Western Railway

P R E C I S I O N T R A N S P O R T A T I O N

CORINTH AND COUNCE RAILROAD



THE C&C, with little additional construction, could serve other potential industrial sites adjacent to the Tennessee river.

New RR Taps Industrial Area

Corinth & Counce, 16-mile common carrier, connects GM&O, IC and Southern, at Corinth, Miss., with Tennessee River Pulp & Paper Co. mill, and other potential plant sites, at Counce, Tenn.

Completion of the 16-mile main line of the new Corinth & Counce Railroad in Mississippi and Tennessee has been hailed as "a welcome break from the common present-day pattern of abandonment of secondary rail lines."

The C&C itself is described as "the first entirely new interstate line-haul common carrier railroad to be organized and constructed in the United States in several decades."

The new railroad was first conceived when the Tennessee River Pulp & Paper Co. — itself an entirely new factor in that industry — undertook studies to determine the best location for a proposed \$30-million kraft mill.

Of all the requirements for a large pulp and paper mill, the most critical are water supply, waste disposal and availability of pulpwood. The first two can best be obtained by locating on

a large river; the third, by building at a natural hub of rail transportation, well situated with respect to pulpwood growing lands.

Other Requirements

Advance activities leading to formation of Tennessee River Pulp & Paper established a general region of pulpwood supply, which partially delineated the geographic area for mill site selection. Water supply and waste disposal needs within that geographic area further limited site locations to the banks of the Tennessee river in its most southwesterly stretches.

Several sites meeting those three requirements were available — but none possessed the added advantage of coinciding with a natural hub of rail transport. Nearest such point was Corinth.

Miss., served by the Gulf, Mobile & Ohio, the Illinois Central and the Southern, and just 18 miles southwest of a wholly satisfactory plant site at Counce, Tenn., adjacent to Pickwick dam.

The obvious solution was an entirely new railroad — which was organized, financed, approved by the Interstate Commerce Commission, surveyed and built in less than 12 months; and which opened for business last August.

Its completion not only has made possible construction and future operations of the new paper mill at Counce, but also has opened up a whole new potential industrial area believed to have "enormous possibilities." There is ample land for several more large industries near Pickwick dam. Low-cost electric power, coal and natural gas are reliably available in large volumes.

(Continued on page 30)

*Executive
Excitement*



Steel-Corr THE SILVER LINING TO THE FREIGHT CAR SHORTAGE PROBLEM



INTERNATIONAL-STANLEY CORPORATION

(formerly Ford Carliner Division)

116 NORTH 40TH STREET • OMAHA 31, NEBRASKA



THROUGH THIS YARD near Corinth, the C&C will interchange traffic with the Gulf, Mobile & Ohio, the Illinois Central and the Southern.



NOW! a standard warranty on Westinghouse ReManufactured* "AB" Freight Brake Equipment

Thousands of sets of "AB" Freight Brake Equipment have been completely ReManufactured in our shops during the last few years. Now it is possible to offer to the railroad industry standard warranty on all "AB" Freight Brake Equipment that is ReManufactured in Westinghouse Air Brake facilities.

All "AB" valves, reservoirs and cylinders returned to the

Westinghouse Air Brake factory under this program are ReManufactured to meet standard warranty. ReManufacturing includes rebushing, replacement of gaskets and parts of the latest design and complete modernization to conform to present-day standards. All reservoirs are cleaned, assembled with new gaskets and pressure tested as required by AAR regulations and all castings are rustproofed.

Ship Your Used "AB" Freight Brakes To Us — We ReManufacture Them To Standard Warranty

Items to be Returned to Westinghouse for ReManufacture

AB Valve with
†Service Portion Body
Having Filter Protection
for Charging Chokes

AB Reservoir

AB Brake Cylinder having
†Non-Pressure Head with
Spring Guide

†Mandatory for new or
rebuilt cars



New Material Furnished by Westinghouse

AB Valve Accessories
Vent Protector
Release Valve Handle
Details

Brake Pipe Details
Dirt Collector
Cut-Out Cock
Brake Pipe Tee
Wabco® Angle Cocks
Hose and Couplings

Release Control Retainer
Wabco® Fitting Kit



We Return to You

Complete
"AB"
Equipment
with
Standard
Warranty

Immediate and Long-Term Advantages In "AB" ReManufacture

IMMEDIATE

Eliminates need for expansion in shop facilities with accompanying increase in expense burden as need for maintenance increases.

Eliminates investment in equipment for pressure testing of reservoirs, now required under code regulations.

Automatically restores new bushing condition and absorbs rebushing costs inevitable after long service.

LONG TERM

Upgrades brake equipment for reliable operation through the recently extended 4-year cleaning period.

Minimum maintenance repairs required at succeeding cleaning periods.


It will pay you to investigate the advantages of having Westinghouse ReManufacture your "AB" freight brake equipment. You will find our charges for this service compare favorably with real costs for your own shop reconditioning and, in addition, you receive your ReManufactured air brake equipment with a standard warranty.

For information on



GM Diesel, CP Test Four-Wheel Piggyback Car

General Motors Diesel Limited has built a prototype four-wheel flat car, mounted a Strick container and sent the car out for evaluation testing on Canadian Pacific. GM Diesel and CP personnel cooperated in creation of

A black and white photograph showing the rear of a car. The car's rear features a prominent horizontal slatted design, a round spare tire mounted centrally, and a vertical ladder-like structure on the left side. A large, white, irregularly shaped sign is superimposed over the center of the image, containing text. The car's rear wheel and bumper are visible at the bottom.

**open this car end
and see how to
slash damage claims
and obtain
perfect shipping**

PS

COMPARTMENTIER

KEEP GATES LOCKED CROSSWISE
EXCEPT WHEN ACTUALLY LOADING
OR UNLOADING



TO UNLOCK

TO LOCK



3

PS

COMPARTMENTIZER

KEEP GATES LOCKED CROSSWISE
EXCEPT WHEN ACTUALLY LOADING
OR UNLOADING



↑
TO UNLOCK

↓
TO LOCK

NEW COMPARTMENTIZER FEATURES...

exclusive features that mean better performance, greater revenue from every compartmentizer carload!



Only Compartmentizers have the new, easy-to-use lever action locking and unlocking

Compartmentizer gates can be locked by just one man, thanks to the easy operation of the new lever action lock. No crews to wrestle bulky parts into place...just one man and a couple of minutes are all you need.

HERE ARE PERFORMANCE REPORTS FROM MAJOR SHIPPERS YOU KNOW ON THEIR COMPARTMENTIZER RESULTS



GREEN GIANT



87,350 pounds from Minnesota to
Long Island . . . no damage!




Customer goodwill is built by results like this perfect shipment for Calpak.



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GERBER



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J. C. Fennelly Co., San Francisco, Representative

counter in obtaining support from other departments of their own companies. As one respondent expressed it: "Railway representatives usually have an understanding of our problems and the means of correcting them—but this understanding diminishes in the process required to channel the facts to top officials."

"Salesmen themselves," another man said, "do an excellent job, but departments take so long to act that when they do you have another problem."

The difficulty apparently extends both to matters of rates and of service, but Poll respondents were particularly vocal with respect to the former. A number of them suggest, however, that the trouble would be largely corrected if railroad rate

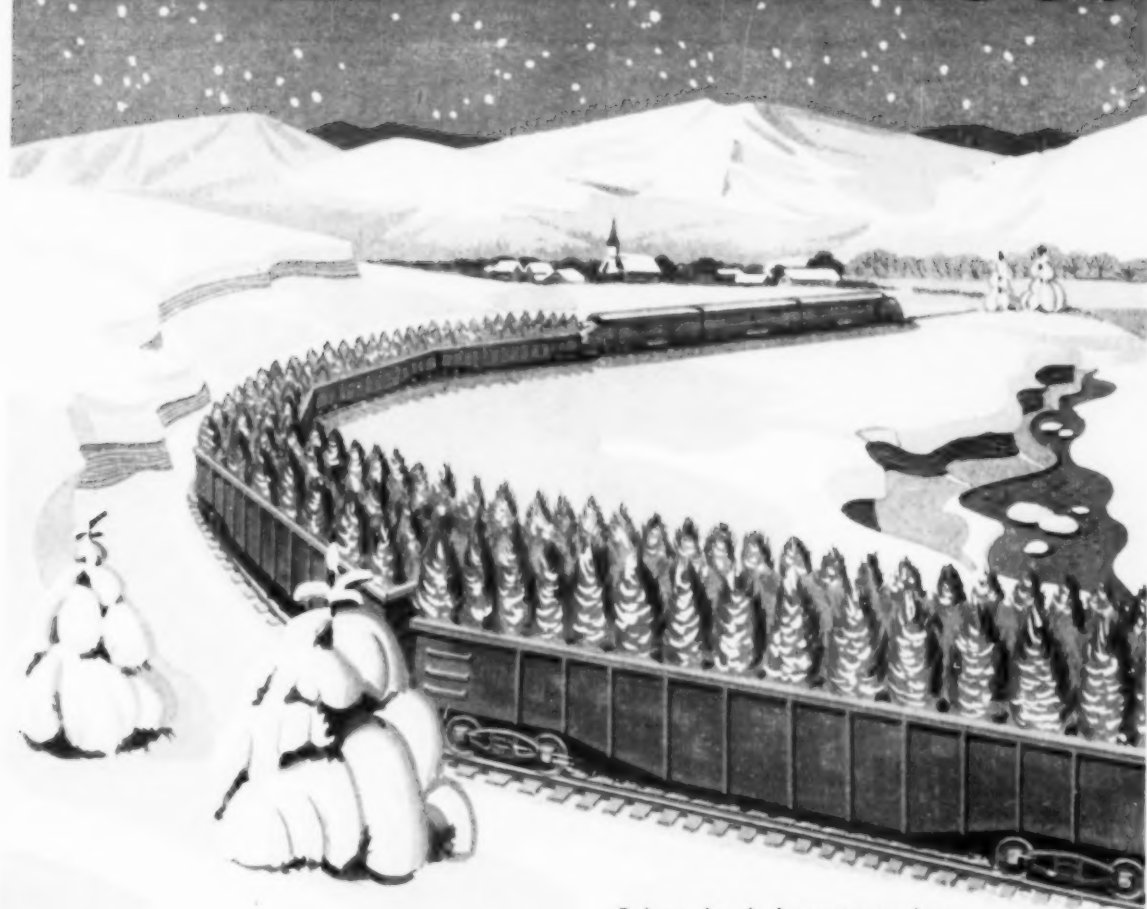


DOUBLE-ACTING HYDRAULIC CYLINDER mounted within the sliding sill cushions impacts on Shock Control cars.

Sliding Center Sills . . .

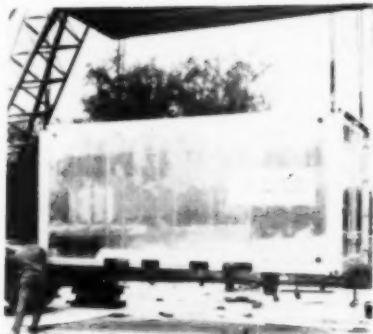
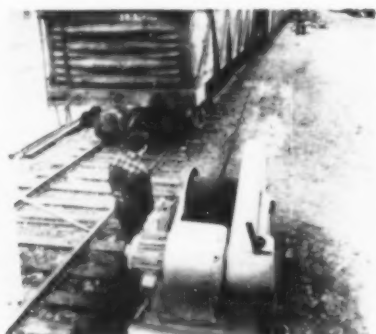


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 whatever you have to ship—*big or small,*
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New Products Report





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Kilowatts by the millions! That's the rich resource of the area lying between the



WIDE WINDOWS



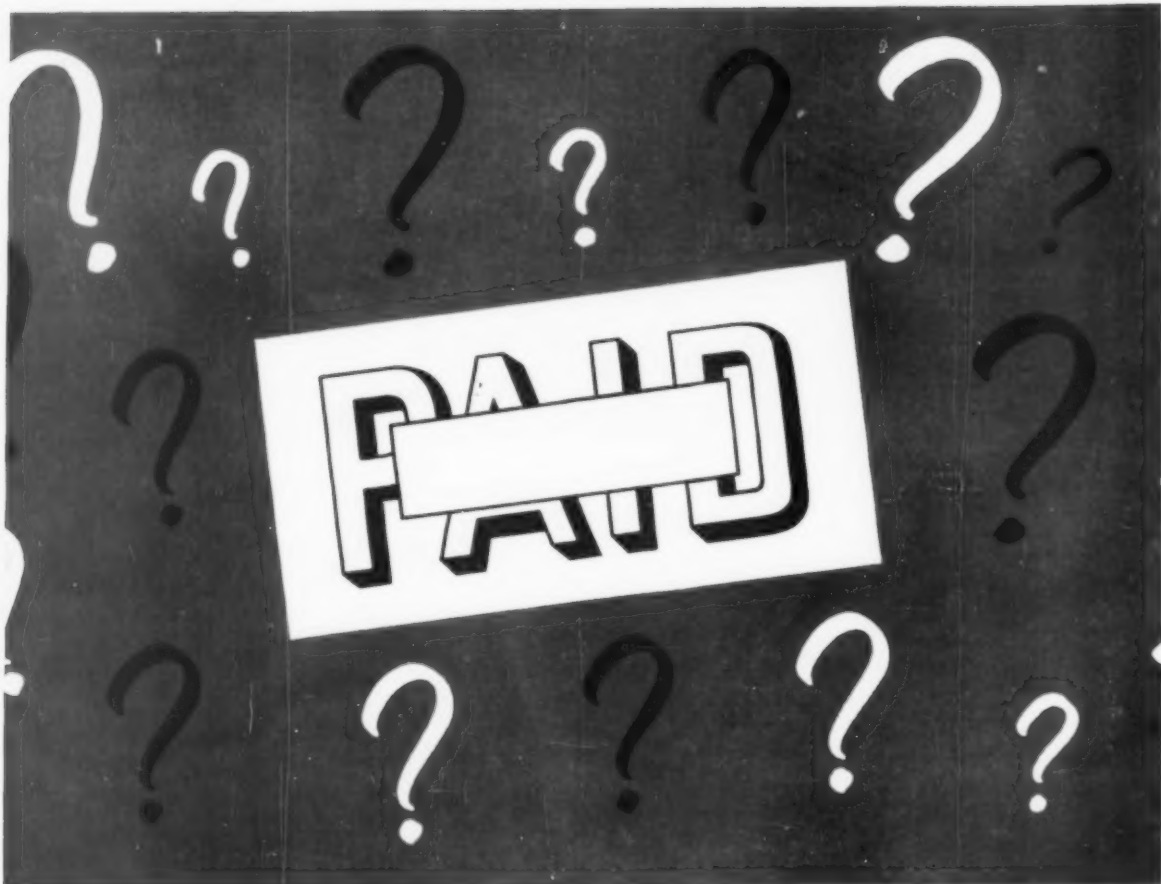
You can see the West *best* through the extra-wide windows of S. P



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you need a specialist!**

SEATRAN's salesmen are all rate specialists who can give you heavyweight service at lightweight cost.

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*4 widely separated jobs —
same crew — all in a day's work
with Campcar's Mobile Workshop*!*

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